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INFO OCT-01 ISO-00 NEA-09 H-02 COME-00 PA-02 /021 R

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APPROVED BY EB/CB/OCA NKLAS

NEA/RA/HMONTGOMERY

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FM SECSTATE WASHDC

TO AMEMBASSY ABU DHABI

AMEMBASSY ALGIERS

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AMEMBASSY BEIRUT

AMEMBASSY CAIRO

AMCONSUL CASABLANCA

AMEMBASSY DAMASCUS

AMCONSUL DHAHRAN

AMEMBASSY DOHA

AMCONSUL JERUSALEM

AMEMBASSY JIDDA

AMCONSUL KHORRAMSHAR

AMEMBASSY KUWAIT

AMEMBASSY MANAMA

AMEMBASSY MUSCAT

AMCONSUL ORAN

AMEMBASSY RABAT

AMEMBASSY SANAA

AMCONSUL TABRIZ

AMCONSUL TANGIER

AMEMBASSY TEHRAN

AMEMBASSY TEL AVIV

AMEMBASSY TRIPOLI

AMEMBASSY TUNIS

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CAIRO ALSO PASS ALEXANDRIA

E.O. 11652: N.A.

TAGS: BTRA, XF

SUBJECT TRADE AND BUSINESS MISSIONS

REFERENCE STATE 262920 NOVEMBER 28, 1974

1. SEVERAL NEA POSTS HAVE RECENTLY CONVEYED DISSATISFACTION WITH WASHINGTON ARRANGEMENT OF TRAVEL SCHEDULES AND PERFORMANCE OF ADVANCE WORK ON BEHALF OF TRADE MISSIONS AND OTHER BUSINESS ORIENTED VISITS TO THE MIDDLE EAST. STATE AND COMMERCE MET ON APRIL 16 TO REVIEW COMPLAINTS AND EXAMINE INTER-AGENCY COORDINATION. PARTICIPANTS FROM STATE INCLUDED COMMERCIAL AND BUSINESS AFFAIRS, NSA, PA'S GOVERNORS LIAISON OFFICE, FROM COMMERCE CAGNE AND OIM. STATE'S CONGRESSIONAL RELATIONS INFORMED AND HAS CLEARED THIS MESSAGE.

2. MEETING PRODUCTED STATE/COMMERCE AGREEMENT TO REINFORCE INTER-AGENCY CLEARANCE AND COORDINATION PROCEDURES; TO ESTABLISH WORKABLE IN-HOUSE CLEARANCE SYSTEM BOTH IN STATE AND IN COMMERCE; TO ISSUE CIRCULAR CABLE PERIODICALLY TO POSTS INCORPORATING INFO FROM BOTH AGENCIES ON PLANNED OR ANTICIPATED CODEL, BUSINESS VIP AND BUSINESS GROUP TRAVEL TO THE MIDDLE EAST AND NORTH AFRICA; TO AVOID WHERE POSSIBLES SCHEDULE OR TRAVEL CONFLICTS, TO EXPLORE WITH U.S. HEADQUARTERS OF INTERNATIONAL HOTEL CHAINS AND CAR RENTAL AGENCIES POSSIBILITY OF COOPERATION ON RESERVATIONS.

3. DISCUSSION ALSO CENTERED ON UTILITY AND EFFECTIVENESS OF MISSION ADVANCE MEN. RECOMMENDATIONS MADE AT JUNE 1974 NEA COMMERCIAL OFFICERS CONFERENCE WERE REVIEWED. WE ARE CONSIDERING A NUMBER OF SPECIFIC IMPROVMENTS TO EASE BURDEN FROM POSTS AND FACILITATE ACHIEVEMENT OF MISSION OBJECTIVES.

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4. WE REMAIN CONVINCED THAT U.S. BUSINESS TRAVEL TO MIDDLE EAST AND NORTH AFRICA SERVES PRIORIT USG OBJECTIVES. WASHINGTON AND POSTS SHOULD CONTINUE TO ASSIST TO THE GREATEST DEGREE POSSIBLE. POSTS ARE COMMENDED FOR PERFORMANCE TO DATE. WE ARE MINDFUL, HOWEVER, THAT BREAK DOWN IN WASHINGTON CLEARANCE AND/OR COORDINATING SYTEM CAN BE EXPECTED TO OCCUR OCCASIONALLY. THERE ARE ALSO INSTANCES WHERE BUSINESS GROUPS EMBARK ON TRAVEL TO MIDDLE EAST WITHOUT INFORMING USG OR WITHOUT USG APPROVAL.

IN ANY CASE, POSTS ARE EXPECTED TO USE IMAGINATION, INITI-
ATIVE, THE "EXTRA EFFORT" TO GIVE NEED SUPPORT IN THE
FACE OF LAST MINUTE CHANGES AND OTHR CHALLENGES. KISSINGER

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 09 MAY 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975STATE108769
Document Source: CORE
Document Unique ID: 00
Drafter: OCA/NLAKAS
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750164-0503
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19750565/aaaacgyn.tel
Line Count: 118
Locator: TEXT ON-LINE, ON MICROFILM
Office: ORIGIN EB
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 3
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: 75 STATE 262920, 75 NOVEMBER 28, 75 1974
Review Action: RELEASED, APPROVED
Review Authority: SmithRJ
Review Comment: n/a
Review Content Flags:
Review Date: 29 SEP 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <29 SEP 2003 by buchantr>; APPROVED <16 JAN 2004 by SmithRJ>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
05 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: TRADE AND BUSINESS MISSIONS
TAGS: BTRA, XF
To: ABU DHABI MULTIPLE
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006